

Exhibit K

Business & Industry(R)

Copyright 2005, Gale Group. All rights reserved.

Accession # : 25160171
Original Title : Seeking closure: A look at the expanding demand for caps
and closures in the dairy market.
Source : Dairy Field, 185(3): 1(3), March 2002. ISSN: 1055-0607
Publisher : Stagnito Publishing Company
Document Type : Journal
Record Type : Fulltext Word Count: 1661
Pub. Country : United States; Language: English

Text:

Petrak, Lynn

There was a time when closures and caps were a mere finishing touch for many dairy products. As overall packaging continues to evolve and become more innovative, however, opening and closing features have taken on new prominence.

According to Freedonia Group Inc., a Cleveland, Ohio, market research firm, global demand for caps and closures will reach 1.1 trillion units by 2005, driven by rising prosperity and consumer interest, as well as the decline of closureless packaging for gable top and aseptic drink cartons. Within the United States, shipments of caps and closures are expected to rise three percent annually to 157 billion units within three years. According to Freedonia Group's latest report, "Caps and Closures," the beverage industry, the largest market for closures, will continue to grow. The increase is expected to be fueled in part by the dairy segment's use of plastic screw caps over traditional paperboard packaging.

While the numbers speak to the demand, there is also diversity behind the statistics. Indeed, there are several varieties of caps and closures available, and although most of them are plastic, they vary from pour spouts on paperboard cartons to dual-closure configurations to innovative lids, liners and built-in utensils for grab-and-go products. As with other packaging technologies, consumer market demands are big drivers behind the closure trends.

"Dairy packaging has become much more consumer friendly," says Rachel Kylo, vice president of marketing for Marigold Foods LLC, which manufactures the Kemps line of milk, ice cream, beverages, and cultured products. Kemps' Yo-J, a blend of real fruit juice and yogurt, for example, was recently repackaged, including a new cap. "It's a four-color litho print gable top carton with a pour spout. We did it to become more competitive in the premium juice segment," adds Kylo.

A Convenient Excuse

There's probably no overstating the significance of the convenience-oriented marketplace and with it, the surge in packaging that appeals to time-crunched consumers. "In the dairy field itself, we're seeing a lot more single-serve packaging, due to demand for the portability of milk-type products. We probably focus more on new products for single

serve than we have before," remarks Rodger Moody, vice president of new products for Portola Packaging Inc., San Jose, Calif., which manufactures a full line of tamper-resistant plastic closures for the dairy, bottled water and food industries, along with bottles and filling equipment.

According to Moody, portability goes hand in hand with the dairy industry's drive to compete with other beverages. "These types of caps initially started in custom packaging like Dean's Milk Chugs. Now we're really getting to more premium products, with PET packaging," he says. "That really opened up the market toward high-end products -- you're turning commodity milk into a high-end product."

Portola offers its dairy customers snap closures, screw closures, and combination snap-screw closures, in addition to a variety of foil closures, sports caps, and tamper-evident fitments for gable top cartons. The company's equipment division supports the closures through a line of conveyance systems, application systems, feeding systems, cap labeling systems, and foil and foam insertion machines.

In another nod to the convenience factor, Portola has developed new foils for package tops. "The new foils we introduced about a year ago have a wing tip on them for easy peel," says Moody. "We went away from the standard flat foil or tri-tab to a whole half tab. And you're going to see that more on 'freshness guaranteed' packaging."

Portability and ease of use were also issues that led to the development of another innovative closure. In 1999, Landis Plastics of Chicago Ridge, Ill., worked with General Mills to create a three-piece lid for the Columbo line of yogurt. "The lid itself is three pieces -- there is a mold within the lid that is a bowl of a spoon and a handle. You push out the bowl of the spoon and the ladle and lock them together, then it's ready to be eaten," explains John Sabey, sales manager, adding that the product has a definite niche for today's consumers. "It's to be value-added and for convenience. Think about it: if you want to have yogurt for lunch or a snack and go to the store, what do you do?"

With the success of the Columbo in-lid spoon, which Landis co-patented with General Mills, the company is looking to expand similar technology. "For 2002, one of our goals is to get this into other food items. It could be a spoon, a fork or a spork," says Sabey, adding that such lidding would be appropriate for items like pudding, applesauce, and stew.

Another issue in the ongoing quest for convenience is resealability. "Dairy manufacturers are looking for low-cost, high productivity, customer-friendly caps. They also want the ability to reseal the cap on the bottle, so a screw cap is desired when the option is given to the end user," says Dale Berg, general manager for Blackhawk Molding Co. Inc., Addison, Ill., which supplies caps, liners and support equipment to dairy, bottled water and other food-related clients.

While convenience usually means quick and easy, the concept can spill over into other issues -- sometimes literally. "The big issue with the dairy end-user is leaking," notes Berg, noting that cleaning up

after a leaky dairy product can cause aggravation for consumers and retailers alike.

A Packaging Palette

As consumers scan the refrigerated dairy case, they are increasingly glimpsing at a colorful array of packaging, right down to the caps and closures. In addition to providing vibrancy and tying into on-package graphics, caps and closures are often color coded by product to help shoppers make quick decisions and retailers to set up merchandising displays.

When General Mills first launched its Columbo yogurt with the in-lid spoon by Landis Plastics, they decided to make the top as vivid as possible. "It started out yellow to be an attention grabber," recalls Sabey. "Now there are more colors for different varieties -- one is blue, one is magenta. It is done for attention and design."

Likewise, Portola Packaging provides its customers a virtual palette for its caps and closures. "We offer many SKUs and product lines, and there may be five or six blues or reds. In the whole rainbow, we offer different shades and custom colors to match packages," says Moody.

Speaking of rainbow, Clariant International's Masterbatches division, with a North American office in Phoenix, manufactures millions of patented plastic caps that are designed, molded and shipped to dairies around the country. Made from low-density polyethylene resin, the caps' colors and formulations are compliant with Food and Drug Administration (FDA) regulations for food contact.

According to Jean Sirois, director of marketing for Clariant's North America operations, the food industry is following other products' leads when it comes to colorful packaging. "Food packaging is probably slower to embrace new technology because of the regulatory environment, compared to shampoo or motor oil," explains Sirois.

In recent years, Clariant has been approached by, and has approached, several dairy companies to create colorful caps and closures. "The current trend is updated packaging. It's adding effects though a lot of colors and graphics, and that means colorful caps," says Sirois, adding that dairy industry changes are promoting competition and creativity. "One change we've seen is the reduction in cardboard, especially in the smaller size, and you now have plastic caps on gallons. The biggest growth has been in single-serve milks, in chocolate and other flavors."

Because of the company's technology and equipment, Clariant can provide virtually any hue. "We can replicate any color for the customer -- the only limit is their imagination," says Sirois, pointing out that dairy products can be unique. "On the technical side, because of the fatty substance, milk poses other challenges than water or soft drinks. There is a chemistry that we have to be careful of, so there is no migration from the pigment to the milk itself."

Although there is no nationwide standard, Sirois has seen an increase in color coded caps to differentiate increasingly diverse product lines. "Most customers have their own system," he says, adding that there are some common issues. "There are some messages in color

sometimes. Red for low-fat milk, for instance, won't fly. Healthier colors are blues, yellow and greens and the obvious one is dark brown for chocolate milk."

Security Guards

On a more serious level, caps and closures represent an important consideration for dairy manufacturers for safety reasons. In the wake of the threat of bioterrorism, plus ongoing concerns about product tampering, security is more important than ever.

Portola has long offered tamper-resistant caps and fitments, including dual systems. "We've never marketed a cap that doesn't have a tamper-evident closure," says Moody, noting that the 1980s Tylenol scare spurred many in the food and beverage industries to seek such guarantees.

At Blackhawk Molding, safety and security are top priorities, even drawing attention from authorities seeking to thwart potential bioterrorist attacks. "Blackhawk has been solicited by homeland security (the federal government's new office) to share information on security for the water and milk industries," says Berg, adding that the company is well equipped to answer the call. "Many of our patents are related to tamper-evident caps."

Among other items, Blackhawk services the dairy industry by providing a "Security Twist System," which includes a Direct Drive STS capper combined with a patented "Super Quad" cap that seats itself in a well on a companion bottle. According to Berg, the system offers several advantages. "The combined package makes for better tamper-evident qualities than most competing caps in the market. This advantage is particularly timely, given the current issues with homeland security," he remarks. In addition, he says, the STS capper is easier to clean and less expensive, and the four-thread cap allows for better sealing.

Whether preventing safety and security problems or trying to spur more sales with convenient features and attention-grabbing colors, dairies and suppliers are slowly incorporating caps and closures into the marketing mix. "I think people look at marketing as a huge part of the dairy business," points out Moody.

Lynn Petrak is a freelance journalist based in the Chicagoland area.

Copyright 2002 Stagnito Publishing Company

Concept Terms : All market information; Consumption; Industry forecasts;

Trends

Geographic Area : North America (NOAX); United States (USA) Industry

Names : Dairy products; Food; Packaging; Plastic packaging

Product Names : Dairy products (202000); Plastics packaging except film, sheet, foam, bottles (308936) MULTICOPY DISTRIBUTION OF THIS DOCUMENT REQUIRES PERMISSION FROM THE GALE GROUP.

=====

Business & Industry(R)
Copyright 2005, Gale Group. All rights reserved.

Accession # : 97003157
Original Title : Portola Packaging Inc. (Plant Operations).
Enhanced Title : beverage packaging
Source : Dairy Foods, 104(1): 56, January 2003. ISSN: 0888-0050
Publisher : Business News Publishing Co.
Document Type : Journal; News Brief
Record Type : Fulltext Word Count: 163
Pub. Country : United States; Language: English

Text:

A new drop band cap for non-carbonated beverages is available from Portola Packaging, Inc. The new 38mm drop band cap, the 38-3LS, with its visible, tamper-evident drop band, is designed for use with a wide range of bottled beverage products, including dairy, water, juice and new age beverages. The 38-3LS screws off quickly and easily, leaving the drop band behind.

Reusable and resealable, the closure is designed to lock freshness in while securely preventing product leakage. The closure has been designed for use in either plug style or with a liner, and can be embossed or labeled, providing customers with additional branding opportunities.

Portola offers the cap in a wide range of standard colors and custom color matches. Designed to run with a customer's existing capping equipment, the 38-3LS has a sleek, contemporary look, and can be easily applied to either PET or HDPE bottles. The tamper-evident drop band is engineered to remain snugly in place for maximum security.

Portola Packaging, Inc.

www.portolapackaging.com.

Write in 114

Copyright 2003 Business News Publishing

Company Names : PORTOLA PACKAGING INC
Concept Terms : All product and service information; Product introduction
Geographic Area : North America (NOAX); United States (USA)

=====

Business & Industry(R)

Copyright 2005, Gale Group. All rights reserved.

Accession # : 25652507
Original Title : Spout-Pak
Enhanced Title : Johanna Foods introduces pint- and quart-size cartons with spouts for its Tree Ripe line of juices using a reclosable Spout-Pak cap
Source : Dairy Field, 183(4): 66, April 2000. ISSN: 1055-0607
Publisher : Stagnito Publishing Company
Document Type : Journal
Record Type : Abstract; Fulltext Word Count: 672
Pub. Country : United States; Language: English

Abstract:

Johanna Foods Inc (Flemington, NJ) is introducing pint- and quart-size cartons with spouts for its Tree Ripe(TM) line of juices. The reclosable cap helps prevent spills and allow for easy closure.

According to Melinda Champion, vice president of marketing, the Spout-Pak packaging in the smaller sizes allows users to more easily drink with making a mess on the go, and since a pint is often too much for immediated consumption, the cap allows consumers to reseal the carton. The company is currently offering the pint-sized Spout-Pak cartons of Premium Natural Orange, Extra Orange (vitamin and calcium fortified) and Ruby Red Grapefruit juices, all not-from-concentrate. Additionally, the company is offering from-concentrate Strawberry-Orange Banana, Orange Pineapple and Apple juices with Spout-Pak closures in pint sizes. Premium Natural Orange Juice in the quart size is being offered with the Spout-Pak. Full text further discusses Johanna's use of Spout-Pak closable packaging for pint and quart size juice drinks.

Text:

Drinks processor enhances entire product line.

In a bold move to capitalize on its earlier success with International Paper's half-gallon Spout-Pak(R) cartons, Johanna Foods Inc. introduces pint- and quart-size cartons with spouts for its Tree Ripe(TM) line of juices.

The recent launch marks the first use of the popular gabletop package both in a pint size and across an entire product line of beverages.

Flemington, N.J.-based Johanna, one of the largest processors and distributors of refrigerated and aseptic fruit juices and yogurt in the United States, began offering Tree Ripe Premium not-for-concentrate orange juices in the half-gallon with spout in 1998.

"The reclosable cap eliminates spills and leakage and preserve flavors," says Melinda Champion, vice president of marketing. "We welcomed the chance to give the consumer added value."

Encouraged by the positive results, Johanna switched Tree Ripe Valencia Orange, a from-concentrate variety, to the Spout-Pak carton the following year. "Sales went up dramatically for both lines," Champion says.

While attributing some of the gain to the company's increased distribution and velocity (rate of turns), she believes packaging enhancements, particularly the rear spouts, played a major role. The company subsequently packaged all of its Tree Ripe Premium and Valencia juices, as well as its Ssips(TM) brand fruit drinks, in the half-gallon carton with spout.

Johanna then saw a market opportunity in pints. "Consumers often buy them for immediate consumption, but the traditional container is awkward to drink from and easy to spill, especially in a car," Champion says. "Also, a pint is too much for most people to drink at once, but they can't reseal the carton."

The Spout-Pak solves these problems, she points out, and offers convenience stores and other outlets the added advantage of extended refrigerated shelf life. A recent \$15-million upgrade and expansion of the Johanna juice-bottling plant provides the opportunity to move ahead. With four pasteurizing systems, seven state-of-the-art extended-shelf-life filling systems and a 75-million-gallon annual capacity, the plant is one of the largest such facilities in the United States.

A new EQ-5 filling machine, custom-engineered by the Evergreen Packaging Equipment unit of International Paper's Beverage Packaging business, applies the spouts to the 16-ounce cartons at a rate of up to 9,000 cartons per hour. The Extended Long Life (ELL) EQ-5 filler gives the juice a 60 to 70 day refrigerated shelf life, almost double that of regular fillers.

photo omitted

Evergreen's ELL technology helps customers extend the refrigerated shelf life of their juice products through carefully controlled and monitored application of double HEPA-filtered air enclosures, auto-sanitation, hydrogen peroxide and ultraviolet lights.

Johanna is now offering pint-sized Spout-Pak cartons of Premium Natural Orange, Extra Orange (vitamin and calcium fortified) and Ruby Red Grapefruit juices, all not-from-concentrate, as well as from-concentrate Strawberry-Orange Banana, Orange Pineapple and Apple juices. The quarts with spouts are currently used only for Premium Natural Orange Juice.

Johanna markets its products on the East Coast, from New England to Florida, and as far west as Detroit. The company is continuing to expand distribution.

"We're committed to providing customers with a level of service and quality unmatched in the industry," adds Robert Facchina, Johanna's president and chief executive officer. "These initiatives move us closer to our goal of becoming the premier supplier of chilled and aseptic juice and drink products to the eastern United States."

Johanna is one of the largest distributors of fruit juices, drinks and yogurt in the United States. The company offers leading retail and private label juice brands distributed nationwide through supermarkets, warehouse club stores, convenience stores, wholesalers, dairy distributors independent grocers and foodservice organizations. Johanna

also processes and markets its own Tree Ripe Premium, Tree Ripe Valencia and Ssips brands with distribution primarily in the eastern United States. Johanna owns and operates a 75-million-gallon chilled-juice bottling plant, an aseptic juice and drink box plant and a refrigerated yogurt plant, which employ more than 400.

The Beverage Packaging Business of International Paper services primarily juice, dairy and wine markets. The business employs more than 3,500 employees worldwide at eight plants in the United States and 22 international sites. -- International Paper, 2 Manhattanville Road, Purchase, N.Y., 10577, (901) 763-7271.

Copyright 2000 Stagnito Publishing Company

Company Names : JOHANNA FOODS INC
Concept Terms : All product and service information; Product introduction
Geographic Area : North America (NOAX); United States (USA) Industry Names : Beverage; Food; Nonalcoholic beverages; Packaging; Paper packaging; Paper products
Product Names : Fresh and canned fruit juices, nectars and concentrates
(203381); Paper and allied products for packaging, including selected plastics flexible packaging
(260001);
Paperboard food containers, other (265689) MULTICOPY
DISTRIBUTION OF THIS DOCUMENT REQUIRES PERMISSION FROM THE GALE GROUP.